

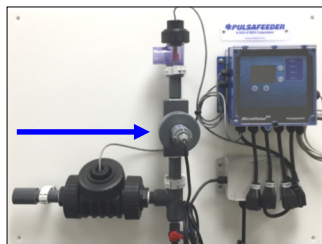
# The Blue Line

The Foust Marketing, Inc. Newsletter

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## Pulsafeeder—New PTSA Probe for Cooling Tower Controller



Pulsafeeder continues to lead the industry with quality metering pumps, controllers, and systems. The New MicroVision EX cooling tower controllers offer measurement options for conductivity, pH, ORP, and PTSA with available 4-20mA input.

PTSA is a fluorescent dye used for measurement and monitoring of water systems. Fluorescents are used by water treatment professionals to measure chemicals in water system with a fluorometer.

### Key Features

- PTSA options: Pyxis ST-500, Turner Little Dipper™ 2.
- Toroidal conductivity sensor.
- Web access and remote communication via Pulsalink.net.
- Multiple level security codes.
- Up to 10 digital inputs.

- Optional 4-20mA analog outputs.
- Battery backup.
- USB data logging is standard.

Pulsafeeder's MicroVision EX controllers provide a simple, intuitive programming solution for many water treatment professionals. Also available mounted on custom fabricated Pulsafeeder panel systems with flow switch and optional pump mounts designed to provide complete and easy to install solutions for cooling tower applications. For more information, visit [www.pulsatron.com](http://www.pulsatron.com).

## Industry Events

- IPE (International Poultry Expo) Atlanta, GA January 30 – February 1, 2017
- NACE Corrosion (National Association of Corrosion Engineers) New Orleans, LA March 26-30, 2017
- WQA Aquatech (Water Quality Association) Orlando, FL March 28-31, 2017

## Notes of Interest

- "Success comes from knowing that you did your best to become the best that you are capable of becoming." —John Wooden
- "As iron sharpens iron, so one man sharpens another." —Proverbs 27:17

## Company News

- IPS "Early Buy Special" valid November 28, 2016 through February 24, 2017. Contact our sales team for details.
- Foust Marketing has an additional open position for Technical Sales. For information, visit [foustmarketing.com/careers](http://foustmarketing.com/careers).

## NIBCO—Chemtrol Piping Systems for Tough Environments

Tough industrial environments require the utmost reliability in flow control processes. That's why Chemtrol® is known for its premium line of industrial flow control products. As the leading authority in flow-control systems for more than 60 years, Chemtrol delivers superior performance and reliability where it really counts. Chemtrol pipe, valves, and fittings are made from advanced thermoplastics

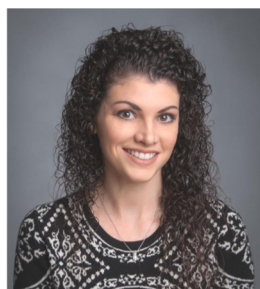
engineered for resistance to abrasion, corrosion, weather, chemical and biological attack. In environments ranging from hot corrosive liquids and chemical processing, to waste water treatment, pharmaceuticals and food processing.

Chemtrol is committed to superior products, technical service and support, education and training. For information on Chemtrol's quality PVC, CVPC,



PP, and PVDF pipe, valves, and fittings, visit [www.chemtrol.com](http://www.chemtrol.com).

## Shana Melancon—New Addition to the Foust Marketing Team



Foust Marketing, Inc. is pleased to announce the addition of Shana Melancon to our organization. She brings seven years sales experience to our team. Her excellent attitude, customer focus, and high level of service will enhance our mission of adding value to our customers and manufacturers.

Shana is originally from Louisiana, and attended Louisiana State University at Eunice. Her most recent position was with Office Systems of Texas as an Outside Sales Account Executive in the Houston area.

She will be based in The Woodlands, TX and will concentrate on developing sales with key products and markets in the region. We welcome her to our company and value the skills that she brings to Foust Marketing. We ask that you will welcome her to your company. Her contact information is 281-296-2500 or [shana@foustmarketing.com](mailto:shana@foustmarketing.com).

## New Improved Portable Pipe Beveller!



Ideal for industrial, plumbing, irrigation applications needing to bevel plastic pipe.

### Key Features

- Provides enough power for 30 or more bevels on 6" pipe between charges.
- Two batteries allows installer to charge the extra battery while using the beveller.
- Lightweight Less than 6 lbs.
- Bevels Schedule 40 or 80 plastic pipe 2" and larger.
- Easy to use, become proficient after only a few bevels.

PB-200 Kit includes: PB-200 tool, 2 each long lasting batteries, battery charger, and carrying case. For more details contact us at 281-296-2500 or [sales@foustmarketing.com](mailto:sales@foustmarketing.com).

**Foust Marketing** now offering *New Improved* Cordless Power Beveller for plastic pipe. All plastic pipe joints must be beveled prior to installation. Beveling the pipe is an important step in the proper solvent cementing techniques. This can be accomplished easily with the PB-200 Portable Power Beveller available from Foust Marketing.

## The Blue Line—Win Fitbit Charge 2!

Foust Marketing is offering the opportunity to win a prize in this issue of **The Blue Line**.

This issue we are offering a **Fitbit Charge 2** courtesy of Foust Marketing.

Enter by visiting the link below with the correct answers to the following questions.

1. What PTSA options are available with the MicroVision EX PTSA cooling tower controller?
2. What are the available plastic materials for Chemtrol piping systems?
3. Where is Shana originally from? Hint: Great food!
4. How many bevels can be made with the PB-200 Portable Power Beveller between charges?
5. If iron sharpens iron, what does man sharpen?



We are excited to announce the winner of our "Year End Prize", the iPad Air 2 courtesy of **Pulsafeeder** and **Foust Marketing**.

**Donnie Putman** (Pictured below) Allied Plastic—Austin, TX



Complete the entry form at [www.foustmarketing.com/entry-form](http://www.foustmarketing.com/entry-form).



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*Engineered solutions for your business*

### Main Office

Foust Marketing, Inc.  
 P.O. Box 7413  
 The Woodlands, TX 77387-7413  
 Tel: 281-296-2500  
 Fax: 281-296-2566  
[www.foustmarketing.com](http://www.foustmarketing.com)

**Bryan Foust, CPMR, CSP**  
[bryan@foustmarketing.com](mailto:bryan@foustmarketing.com)

**Harley Poe, Technical Sales**  
[harley@foustmarketing.com](mailto:harley@foustmarketing.com)

**Shana Melancon, Technical Sales**  
[shana@foustmarketing.com](mailto:shana@foustmarketing.com)

Pulsafeeder



NIBCO



King



Harrison



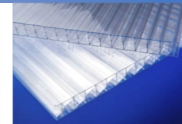
IPS



SCIGRIP



Gallina



Rain Bird

